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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

COMMERCIAL HEAT TREATERS REGISTER
8.9% GAIN OVER JULY 1989 SALES

July 1990 billings totaled $46.4 million, compared to July 1989 when sales amounted to $42.6 million. While reported sales are off from June 1990, the June-July decline in 1989 was steeper.

For the first seven months of 1990, billings reached $348.0 million, essentially even (-0.1%) with the same period in 1989 when the Metal Treating Industry posted sales of $348.4 million.

Seven out of nine MTI districts outperformed July 1989 and for all of 1990 four districts are ahead of sales for 1989.

A summary of percentage change by geographic regions follows:

	District	Jul 90 vs. Jul 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	- 6.2	- 7.4
2	Middle Atlantic (NY-NJ-E.PA-MD)	4.7	- 2.6
3	South Central (W.PA-OH-IN-KY)	13.0	3.2
4	Michigan	16.1	- 5.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 2.6	- 8.3
6	North Central (IL-WI-MN-MO-IA)	3.9	0.7
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	7.7
8	Southwest (TX-OK-AR-CO-LA-UT)	31.2	17.7
9	Canada	6.3	-10.0

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JULY, 1990

BILLINGS FOR MONTH

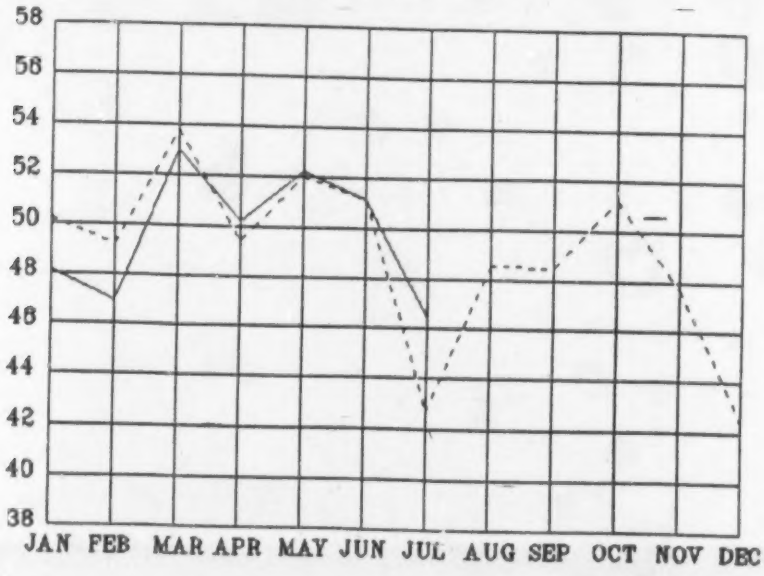
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	222	42626.2	46409.8	8.9	100.0	100.0
Dist. 1	16	2729.5	2559.0	- 6.2	6.4	5.5
Dist. 2	28	4168.4	4362.3	4.7	9.8	9.4
Dist. 3	42	7599.6	8586.6	13.0	17.8	18.5
Dist. 4	26	5733.3	6659.0	16.1	13.5	14.3
Dist. 5	18	2462.2	2398.0	- 2.6	5.8	5.2
Dist. 6	33	7804.6	8105.4	3.9	18.3	17.5
Dist. 7	26	6009.3	6615.2	10.1	14.1	14.3
Dist. 8	18	2495.2	3273.5	31.2	5.9	7.1
Dist. 9	15	3624.1	3850.7	6.3	8.5	8.3
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	348422.2	347971.2	- 0.1	100.0	100.0
Dist. 1	22479.9	20818.7	- 7.4	6.5	6.0
Dist. 2	34194.4	33300.3	- 2.6	9.8	9.6
Dist. 3	64129.1	66127.7	3.2	18.4	19.0
Dist. 4	48317.8	45887.8	- 5.0	13.9	13.2
Dist. 5	20224.3	18536.6	- 8.3	5.8	5.3
Dist. 6	63983.9	64444.6	0.7	18.4	18.5
Dist. 7	44047.4	47448.8	7.7	12.6	13.6
Dist. 8	19590.0	23050.0	17.7	5.6	6.6
Dist. 9	31455.0	28306.6	-10.0	9.0	8.1

MILLIONS

NATIONAL BILLINGS



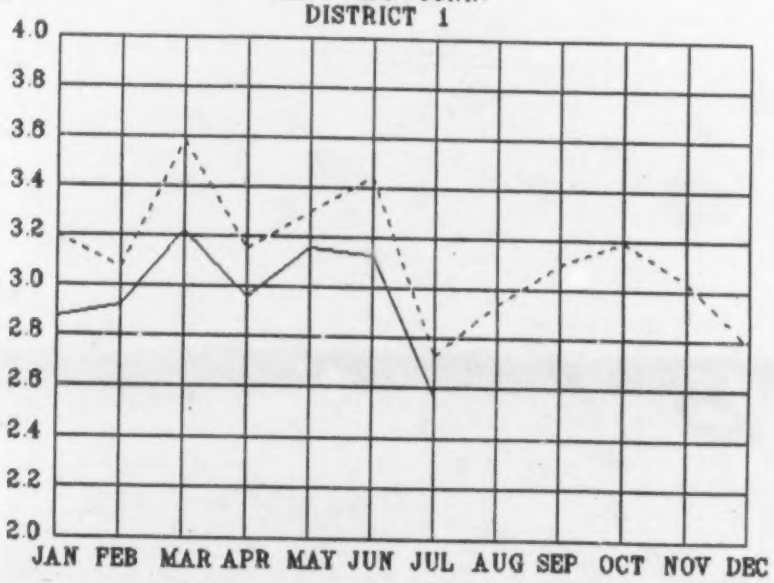
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.1	-4.7	-1.6	1.5	-0.4	0.1	8.9					
% Change	Cumulative	-4.1	-4.4	-3.4	-2.2	-1.7	-1.4	-0.1					

MILLIONS

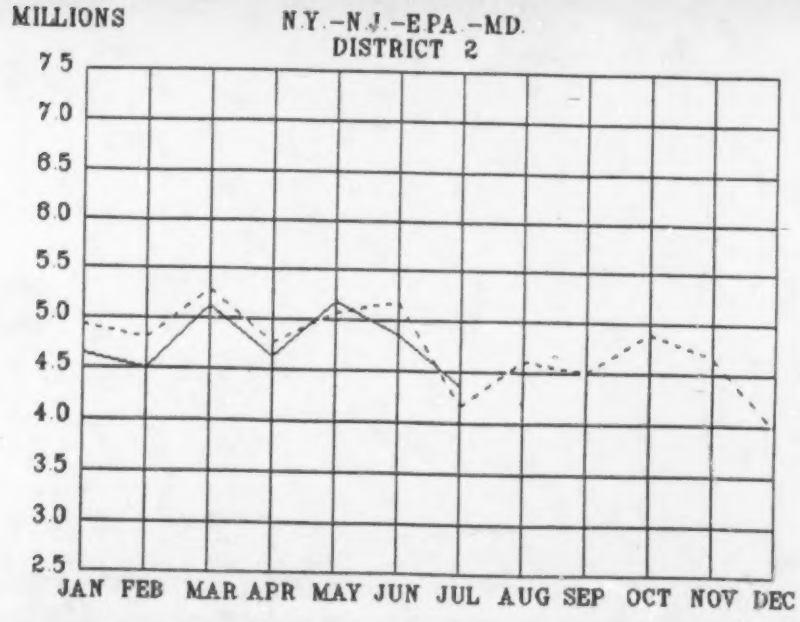
MASS.-R.I.-CONN. DISTRICT 1



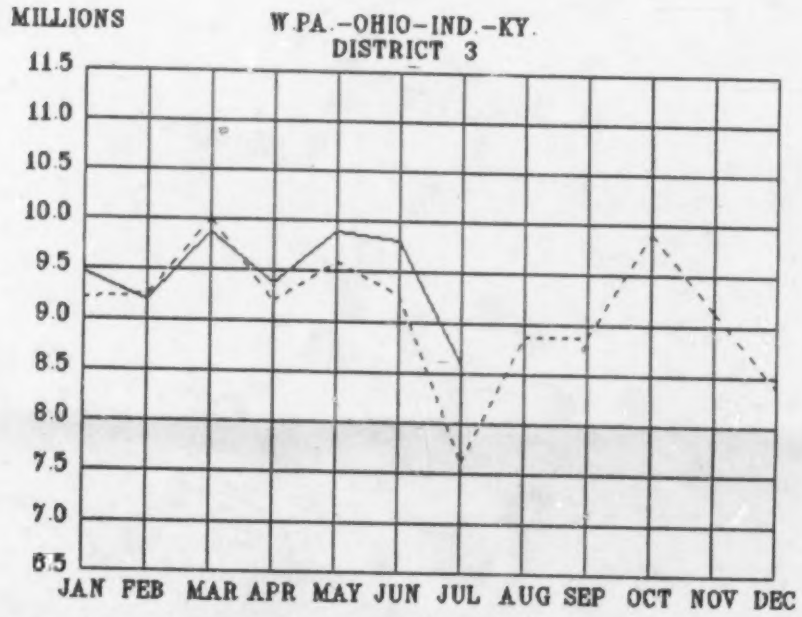
1989 - - - -

1990 ———

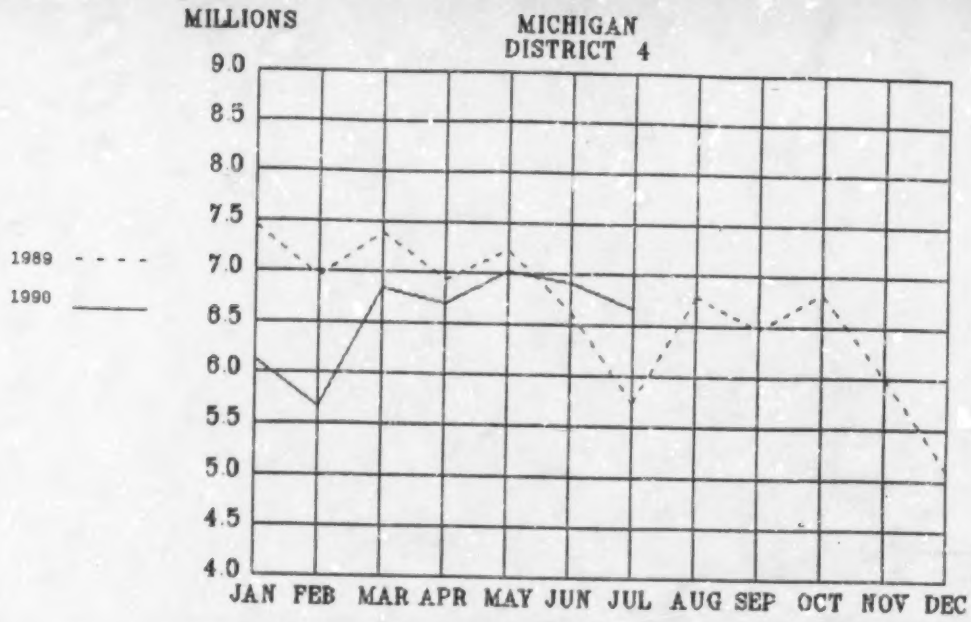
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2	-6.0	-4.2	-9.1	-6.2					
% Change	Cumulative	-10.5	-7.8	-8.6	-8.0	-7.2	-7.5	-7.4					



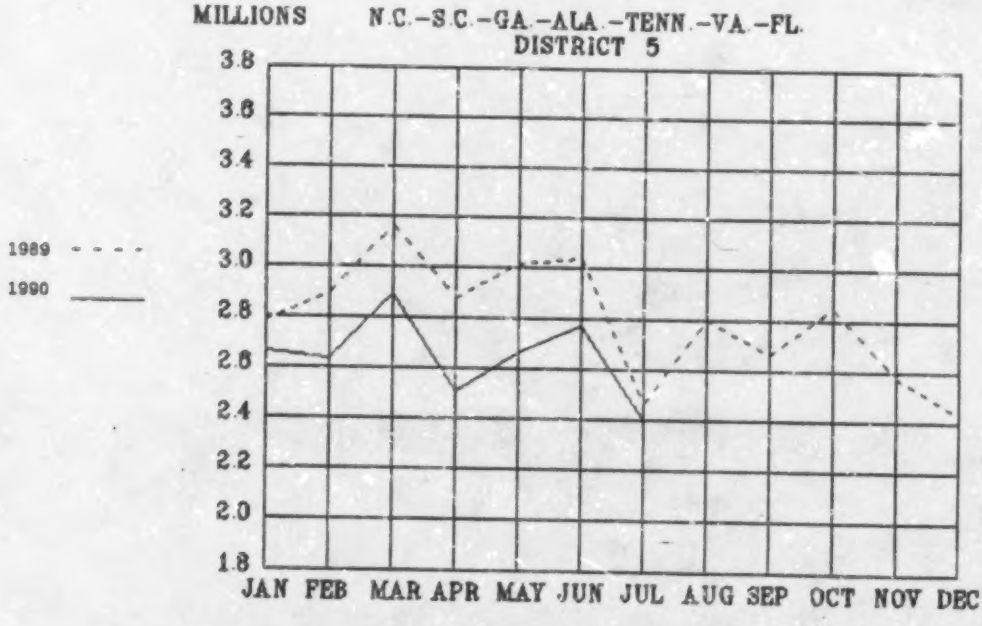
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.8	-6.4	-2.9	-2.9	2.1	-6.0	4.7					
% Change	Cumulative	-5.8	-6.1	-5.0	-4.5	-3.1	-3.6	-2.6					



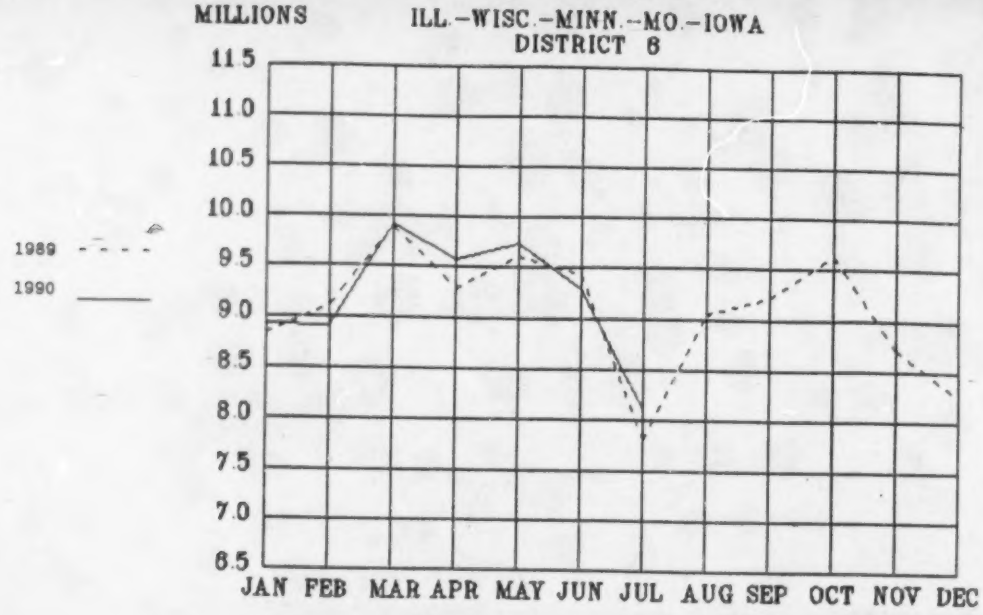
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.7	-1.2	2.0	3.0	5.7	13.0					
% Change	Cumulative	2.7	1.0	0.2	0.6	1.1	1.9	3.2					



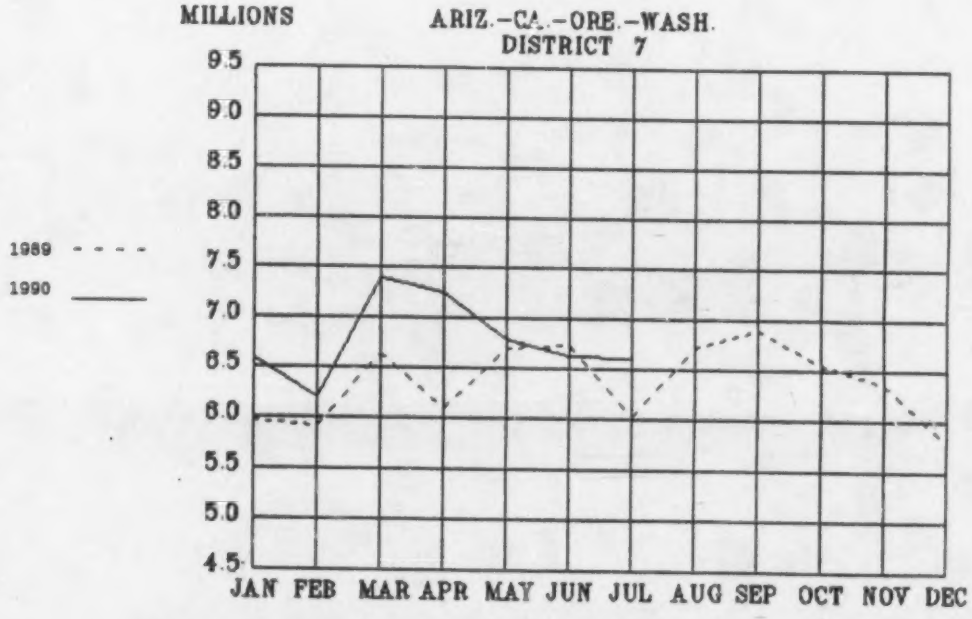
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.9	-18.5	-7.7	-3.6	- 2.9	4.3	16.1					
% Change	Cumulative	-17.9	-18.2	-14.6	-11.9	-10.1	-7.9	-5.0					



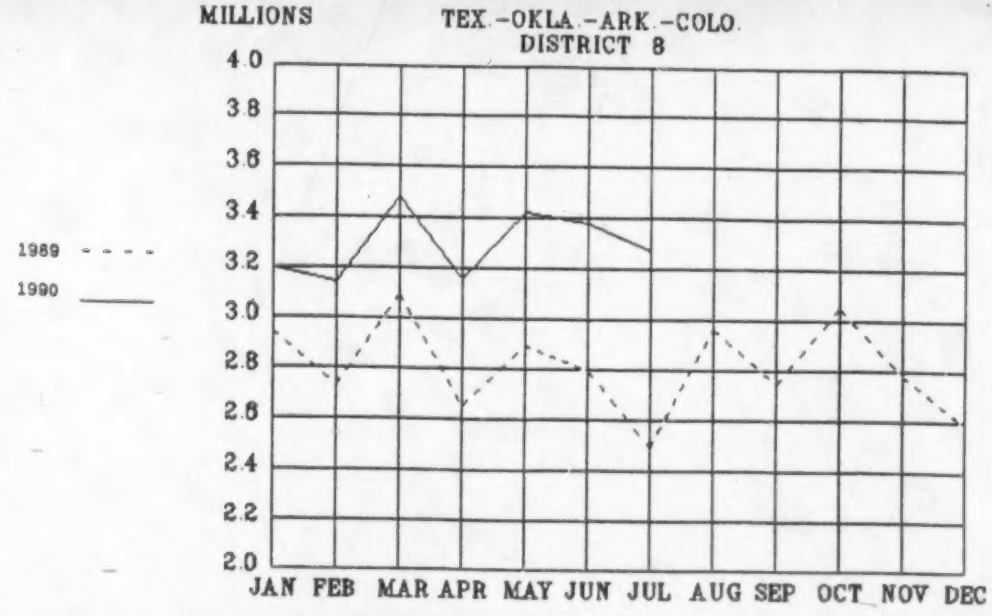
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-4.2	-8.9	-8.5	-12.8	-11.5	-8.7	-2.6					
% Change	Cumulative	-4.2	-6.6	-7.3	- 8.6	- 9.2	-9.1	-8.3					



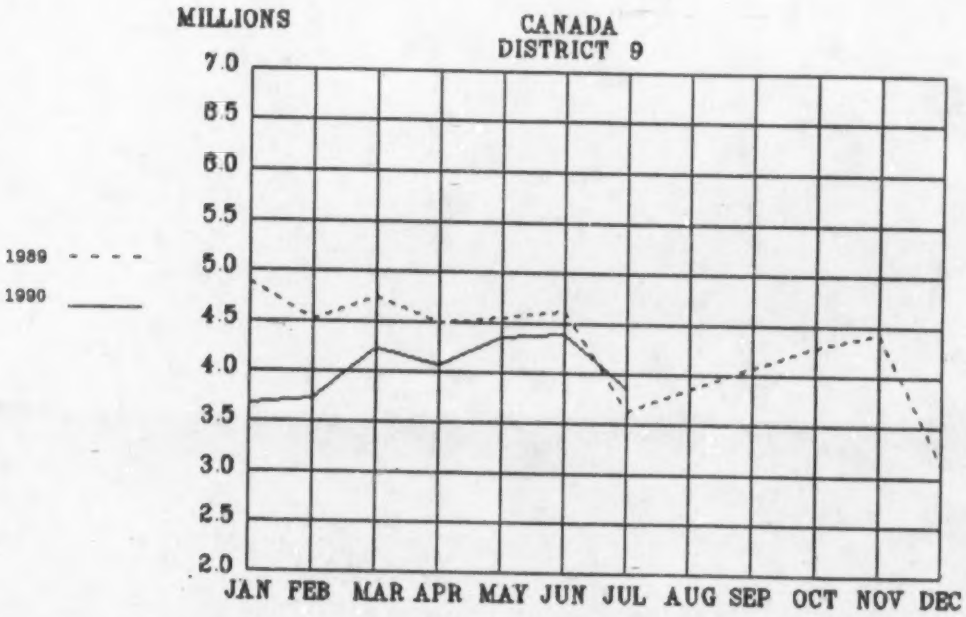
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	0.1	3.0	1.2	-1.3	3.9					
% Change	Cumulative	0.9	-0.7	-0.4	0.5	0.6	0.3	0.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.4	4.9	11.3	19.1	1.3	-1.7	10.1					
% Change	Cumulative	10.4	7.7	9.0	11.5	9.3	7.3	7.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6	19.2	18.3	20.9	31.2					
% Change	Cumulative	8.7	11.8	12.1	13.7	14.7	15.7	17.7					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.7	-17.3	-11.0	- 9.5	- 4.6	- 4.9	6.3					
% Change	Cumulative	-24.7	-21.1	-17.7	-15.7	-13.6	-12.1	-10.0					